A67.40/2: 1/11/80

EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Trade Services Division, FAS, (202) 447-7103.

January 11, 1980

0005 Rice (Syria). Government buying office requests rockbottom price offers for 20,000 mt white rice, fine milling, broken max 5%, packed in new uniform jute bags 50 kilos net. Shipment 10,000 mt March, 10,000 mt April 1980. Price base C&F free out Lattakia or Tartous less 2% Geza commission. Require with offer 2% bid bond confirmed through Commercial Bank of Syria Branch No. 3 to be replaced on confirmation by 5% performance bond. Government certificate showing specifications of offered rice. Offers missing bid bond and price reduction after closing date rejected. Deadline for offers January 21, validity for Geza reply January 24, 1980. Offers must include full address of supplier. Contact: GEZA, cable GEZA, Damascus, telex 11370, 11009 SY GEZA.

0006 Pistachios (France). Wants pistachios in shell 10/20 mt, containers shelled 3/5 tons. In shell in 50 lb polylined bags, shelled in 25 lb polylined cartons. In shell delivery Feb/March/April, shelled January/February. Quote FAS. Bank ref: Credit Industriel Et Commercial (C.I.C) 188, Avenue Daumesnil, 75012 Paris. Contact: Alfred Andres, Andres, 24, Rue Lamblardie, 75012 Paris, France. Telex: 230075 ANDRES. Cable: SERDNALF, Paris. Phone: 307.44.04.

0007 Broilers (Chile). Interested in importing quick frozen yellow broilers, Grade A, RTC with Giblets (without head and feet). Type of packaging: wrapped with Giblets reinserted in the body, size between 900 and 1,500 grams. Quantity: 50 mt CIF Iquique and 200 mt CIF Valparaiso. Delivery: as soon as possible. Quotations: CIF and separately FOB, insurance and freight. Contact: Jose Jacard, Perezy Jacard Ltda, Estado 235, OF. 607 or P.O. Box 1679, Santiago, Chile.

0008 Soya oil fat (Israel). Wants 30 metric tons of hardened soya oil fat. Melting point 58/60 celsius. iodine 1% maximum. Packaged in 200 kg iron drums. Immediate delivery. State exact iodine content. Quote FAS New York, including 3% agent's commission. Letter of Credit will be opened by importer. Contact: I. Shapira, I. Shapira Import-Export Agencies, 92 Ahad Haam Street, Tel Aviv, Israel. Cable: SAMIREX, Tel Aviv. Phone: 03-651893.

0009 Chicken (United Arab Emirates). Interested in direct purchase of frozen chicken. Interested in procuring an agency agreement with an American supplier. Firm expects to import 500 metric tons of frozen chicken per month. Response should be promt as non-American firms are agressively competing for the contract. Contact: M. Shakankiri, Commercial Manager, Kuwait Food Company, P.O. Box 3901, Dubai, United Arab Emirates. Telex: 68349 KT FOOD EM.

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0010 Dehydrated alfalfa (Taiwan). Importer representative wants tc purchase 1,000 to 2,000 metric tons of dehydrated alfalfa for March and April shipment. Quotations should state guaranteed protein, fiber, moisture and vitamin A. Include whether packed bulk or in bales and number of cubic feet per metric ton. Importer hopes to include alfalfa shipment with wheat shipment from West Coast. Quote FOB and C&F prices. Contact: C.K. Hwang, General Manager, P. C. K. Trading Co. Ltd., 4th Floor, San Sui Building, 133 Yen Jih Street, Taipei, Taiwan. Telex: 21085 UNIASIA. Phone: 7113706-7.

0011-0012 Pistachios, French fries (England). Wants 20 tons of peeled/blanched pistachios and 1,000 tons of frozen French fries. Quotations FOB/C&F Kuwait. Bank ref: Midland Bank Ltd. Contact: Ms. Doreen Vanini, Cana Export/Import Ltd., Ste. 21, 68 Upper Richmond Road, London SW15 2RP, England. Telex: 8954665. Phone: 01-874-1186.

0013-0014 Seafoods, offals (France). Interested in direct sale for resale/agency/distributorship for frozen whole seafood products and frozen offals. The firm specializes in import/export/distribution of frozen food products. Bank ref: Societe Lyonnaise De Depots, Agence Liberte, Nice. Contact: Mr. Kourcia, Manager, S.A. Gelazur, 2, Rue Du Congres, 06000 Nice, France. Telex: 460 028. Phone: (93) 82 22 40.

0015-0016 Peanut oil, canned meats (Togo). Importer of general merchandise is interested in buying edible peanut oil, once refined, and canned meats. Contact: Yao Kpotogbe Gomado, Director, Societe Pyramide Sarl, B. P. 689, Lome, Togo.

0017-0023 Grocery line (Bahrain). Interested in direct sale and representation for frozen chicken, broilers and fryers, whole creamery butter, consumer packages; processed cheese and related products; preserved fruits and vegetables including canned baby food, soups, dry beans and specialties; frozen vegetables; cereal breakfast foods; canned fruits, vegetables and juices. Wishes to receive catalogs, brochures samples and prices preferably CIF Bahrain. Bank ref: Bank of Bahrain & Kuwait, P.O. Box 597, Manama, Bahrain. Contact: Ken Moody, Operation Manager, Middle East Supermarket, P.O. Box 5235, Manama, Bahrain. Telex: 8445 JEELA BN. Phone: 691912.

0024-0025 Meat and bone meal, peanut meal, fishmeal (Philippines). Wants to buy meat & bone meal, 500 metric tons, 50% protein; peanut meal, 300 metric tons, 44% protein; and fishmeal, 1,000 metric tons, 65% protein. Quotations C&F. Bank ref: China Bank. Contact: Benjamin K. Chua, Island Feed Mills, Inc., Highway, Maguikay, Mandaue City, Cebu, Philippines. Telex: GAYCU-IFMI 1428021. Phone: 9-37-93; 9-57-55.

0026 Powdered fruit juices (Japan). Wants fruit juices, powdered, 20 m/tons trial order, top grade, certificate of ingredients and analysis and samples (200 grms.) required. Packaging: Consumer pack and bulk. Quotations C&F Kobe, delivery schedule, prompt shipment. Bank ref: Sumitomo Bank, Nipponichi Branch. Contact: Tatsuo Hikita, Import Department, Sakaeya Limited, 18, Matsuyamachi, Minami-Ku, Osaka 542, Japan. Cable: OSAKAEYA. Phone: (06) 761-1895.

0027-0029 Dried fruit paste (New Zealand). Wants dried fruit paste or slabs of figs, raisins or dates for biscuit making. Quantity: 5 tons during year. Quality: 2nd grade for biscuit making. Quote C&F, samples to be provided. Bank ref: Australia and New Zealand Banking Group Auckland N.Z. Contact: S.A. Kalman, Gunn Gollin Ltd., P.O. Box 3740 Auckland 1, New Zealand. Telex: NZ 21819. Phone: 771-889.

0030 Frozen chickens (Saudi Arabia). Wishes to locate a U.S. supply source of frozen chickens. The firm's total annual requirements are 40,000-45,000 tons with 5-6 shipments each year. Specifications are as follows: maximum weight 1.1 kilos, white flesh (not corn fed), individually cryovac packed. Shipment can be arranged with local firm's own refrigerated ship that makes frequent calls at U.S. Gulf and Eastern ports. Shipments to be palletized. The firm is the purchasing arm of the Abbar and Zainy group of companies. Representatives of the company are planning trip to U.S. in March 1980 to finalize details of poultry supply. They would appreciate telexes from interested U.S. suppliers as soon as possible in order to plan itinerary in U.S. Contact: Christian Rathle, Consultant, Unitar, P.O. Box 461, Jidda, Saudi Arabia. Phone: 021-604383. Telex: 401062 MOTSIM SJ.

0031 Soybean oil (Turkey). The closing date for the Government tender for 10,000 mt crude soybean oil has been extended from January 9 to January 14. Min.flash point is 250 F, guaranteed unbleached, OLEIC max. 1%, moisture and volatile matter at 105C max. 30%, impurities and sediment max. 0.10%. Also,the tender now provide that bids can be submitted for sunflower seed oil if the cost is less than that of soybean oil. Specifications of the sunflower seed oil must be submitted with the bid. Full details from address before. Contact: TARIS (the government buying agency) through the agricultural attache, Ankara, Turkey.

0032 Sesame seed (Guatemala). Wants to buy sesame certified seed, 1,000-1,500 lbs., high quality, in 100 lb. bags. Delivery within three months. Quote FOB. Bank ref: Banco Del Agro. Contact: Ing. Ricardo Rodriguez, Conara Ltda., Edificio Real Reforma, Ave. Reforma 13-70, Zona 9, Guatemala City, Guatemala.

0033-0036 Breakfast cereals, canned foodstuffs, infants foods, foodstuffs general (Peru). Firm wishes to serve as agent or representative for suppliers of above products. Quote FOB, C&F Callao. Bank ref: Banco De Londres Y America Del Sud Ltd., Carabaya 4-2, Lima 1, Peru. Contact: Charles Wright, Sociedad Mercantil De Lima, Pasaje Santiago Acuna 127, PISO 5 Lima 1, Peru. Telex: 25512 PE SAMLIMA. Phone: 275070.

0037 Bred heifers (Portugal). Wants Holstein heifers, 75 registered bred dairy heifers, certified 6 month pregnant (1st pregnancy), certified dams production 4,000 liter/year minimum. Delivery one plane load within 6 months. Quote CIF (air delivery) Oporto and/or Lisbon. Bank ref: Banco Fonseca and Burnay, Avenida Fontes Pereira De Melo, Lisboa. Contact: Gianni Valenui, Alto Da Barra, Bloco B, Lote 3, 1-DTO. Oeiras, Portugal. Phone: 243-8535.

Hong Kong Exhibit of California Products. The California Agricultural Producers Council led by Secretary of State March Fong Eu is sponsoring a trade mission to Hong Kong, April 12-19, 1980. All suppliers of California agricultural products are invited to participate in the exhibit and will be included in a special group fare. Exhibit space is available at $450. The deadline for reservations and exhibit space is February 1. For further information call (415) 654-4161, Betsy Bromberg.

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Foreign Trade Development

IKOFA '80: The Munich Fair Management, in cooperation with The U.S. Department of Agriculture, is organizing an American Section for food and beverage firms at IKOFA '80. Taking place in Munich, West Germany, September 19-24, 1980, this fair is one of the premier international hospitality and foodservice trade shows. Attendence in 1978 drew over 50,000 trade visitors from 70 countries. Basic booths of 12, 24, and 36 square meters are available. Space reservations are requested by February 15, 1980. Persons desiring complete information should contact the following Munich Fair Management's intermediary in the United States:

Gerald Kallman
Gerald G. Kallman Associates
30 Journal Square
Jersey City, New Jersey 07306
Phone: (202) 653-3304

Taiwan Liberalizes Imports. On December 26, 1979, the Government of Taiwan announced import liberalization on a number of meat, poultry, and grain items. Previously permitted to be imported by government trade organizations only, the following items may now be imported by all qualified importers:

Fresh chilled and frozen meat and offals from horses, mules, asses, and hinnies, respectively.

Frozen Chicken Skin
Corn Starch (Edible)
Unmilled Barley
Corn Starch (Inedible)

Agri-Energy Roundtable. The world energy and food challenge of the 80's will be discussed at an Agri-Energy Roundtable at the New Orleans Hilton, New Orleans, Louisiana, February 7-9, 1980. Dale Hathaway, Undersecretary for International Affairs and Commodity Programs, U.S. Department of Agriculture, scheduled to be one of the speakers. For details contact Global Projects, Inc., P.O. Box 5565, Washington, D.C. 20016, (202) 244-3745/363-5517/457-6000.

The 6th CARIB-USA 1980 Food Exhibition. The Eastern U.S. Agricultural and Food Export Council, Inc. (EUSAFEC) and the Southern U.S. Trade Association, Inc. (SUSTA) invite all U.S. firms in the food industry to participate in the 6th Annual Food Exhibition, to be held at the Roberto Clemente Coliseum, San Juan, Puerto Rico, Saturday - Monday, April 12-14, 1980. Products of interest to the Caribbean trade include fresh and frozen meats, poultry, vegetables and juices. Also, complete retail and institutional packs for canned foods, cereals, smoked meats, snacks, confectionery and other items normally offered for sale by the U.S. Interested firms should contact: Roy W. Copelan, Jr., Exhibit Manager, S.C. Department of Agriculture, P.O. Box 11280, Columbia, South Carolina 29211, Telephone: (803) 758-3531, Telex: 57-3401, or Henry Behrens, Eastern U.S. Agricultural and Food Export Council, Inc., 2 World Trade Center, Room 5095, New York, New York 10047, Telephone: (212) 432-0020, or Herb Stone, SUSTA, Suite 338 International Trade Mart, New Orleans, Louisiana 70130, Telephone: (504) 568-5986, Telex: 585319 SUSTA NLN.